

## Message Text

UNCLASSIFIED

PAGE 01 TOKYO 09466 240914Z  
ACTION EA-09

INFO OCT-01 ISO-00 EB-07 AS-01 /018 W  
-----071809 240919Z /23

R 240735Z JUN 77  
FM AMEMBASSY TOKYO  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 8909

UNCLAS TOKYO 9466

FOR OIM/MIYAKAWA

E.O. 11652: N/A  
TAGS: BEXP, JA  
SUBJECT: TC SEPT DMHC SHOW - 4TH LOCAL SOLICITATION STATUS REPORT,  
WEEK ENDING JUNE 24, 1977

REF: WEEKLY EOO REPORT, JUNE 9, 1977

I. PA RECEIVED FROM OIM: NONE

II. PA'S RECEIVED LOCALLY: ELEVEN - 1. A.B. DICK; 2. BELL  
AND HOWELL; 3. DODWELL REPRESENTING A) GENERAL COMPUTER AND  
B) INTL COMPUTER; 4. HEWLETT-PACKARD; 5. ITEK; 6. MARUBENI  
ELECTRONICS REPRESENTING A) DIGITAL EQUIPMENT, B) TEXAS  
INSTRUMENT, C) WANGCO; 7. MATSUSHITA ELECTRIC TRADING  
REPRESENTING A) APPLIED DIGITAL, B) INFORMER, C) INTERFACE  
MECHANISMS, D) PRESTOSEAL; 8. J. OSAWA REPRESENTING A) ACCESS,  
B) BELL AND HOWELL, C) CORDELL; 9. WANG LAB; 10. BURROUGHS;  
11. MICROKIT

III. PA'S IN HAND AT OIM: TWO - 1. DATAPRODUCTS; 2. SCM

IV. TC VERBAL COMMITMENTS: SIX - 1. DATA 100; 2. INCOTERM;  
3. LIQUID PAPER; 4. MICON IND; 5. PITNEY BOWES;  
6. ENGINEERS INTL REPRESENTING FIVE ACCOUNTS  
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V. OIM VERBAL COMMITMENTS: SEVEN - 1. CUMMINS-ALLISON;  
2. EASTMAN KODAK; 3. EXTECH; 4. QUME; 5. REALIST;  
6. TALLY CORPORATION; 7. TRW

VI. TC STRONG POSSIBLES: SIX - 1. BRANDT PRA; 2.  
DATAGRAPHICS; 3. STORAGE TECHNOLOGY; 4. ALLIED TRADING

REPRESENTING FIVE ACCOUNTS; 5. TAKACHIHO KOEKI REPRESENTING  
CODEX/MOHAWK DATA; 6. COMPUTER LINK

VII. OIM STRONG POSSIBLES: THREE - 1. DATAPOINT; 2. GRUMMAN;  
3. MICRODATA INTL

VIII. TC PENDING: SEVEN - 1. DATA CARD; 2. GRAPHIC SCIENCE;  
3. LEAR SIEGLER; 4. MODULAR COMPUTER; 5. RAYTHEON DATA;  
6. ROCKWELL INTL; 7. SPERRY UNIVAC.

IX. SUMMARIZING PARA ONE THRU FIVE ABOVE, TC COUNTS 26  
PARTICIPANTS REPRESENTING 38 EXHIBITORS. TC CONCERNED  
ABOUT APPARENT DEARTH OF FIRMS SEEKING REPRESENTATIVES.  
WOULD APPRECIATE OIM EFFORTS TO PROCURE ADDITIONAL  
PARTICIPANTS NOT PRESENTLY REPRESENTED.

X. AS REQUESTED IN PARA EIGHT OF TOKYO 9040, TC NEEDS  
PRODUCT INFO OF OIM PROCURED PARTICIPANTS TO DETERMINE  
MARKET PROMOTION DIRECTION. PLS ADVISE ASAP.

XI. ALSO, ALTEST EOO REPORT RECEIVED BY TC IS DATED JUNE 9.  
PLEASE ADVISE OIM RECRUITMENT STATUS.  
MANSFIELD

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 24-Jun-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770226-0220  
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**From:** TOKYO  
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**Legacy Key:** link1977/newtext/t19770620/aaaaarvz.tel  
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**Litigation History:**  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
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**Review Release Event:** n/a  
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**Status:** NATIVE  
**Subject:** TC SEPT DMHC SHOW - 4TH LOCAL SOLICITATION STATUS REPORT, WEEK ENDING JUNE 24, 1977  
**TAGS:** BEXP, JA  
**To:** COM  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/59684977-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009